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Automotive Parts builders b-Sector Survey

16





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AUTOMOTIVE PARTS REBUILDERS
SUB-SECTOR SURVEY

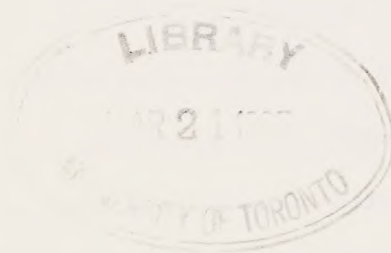


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FOREWORD

In keeping with the mission of the Department of Industry, Trade and Commerce, Automotive Surveys of Canada (a division of Wadham Publications Limited) was retained to comprehensively study the automotive parts rebuilding industry in Canada. Heretofore no quantitative data had been collected as to the number of rebuilders, the product mix, the volume of business produced, their dispersement throughout the country and their involvement in exportation of product.

The terms remanufacturer and rebuilder are often used interchangeably. Without having researched this carefully, it seems that in the mid 1960's the Government levied a Federal Sales Tax on the companies under study claiming that the company's function was more than refurbishing or reconditioning or rebuilding. As the companies claimed their products were as good as original equipment or better, the Government deemed them to be remanufacturers. This study revealed that certain larger firms use the term remanufacturer to describe themselves as it is believed more prestigious and thought to better describe the quality of their product. The point is that, to the automotive parts community, the term "rebuilder" is generic to this

sub-sector. Therefore, throughout this report the term rebuilder will be used.

To the reader not familiar with the term "rebuilt", a brief explanation is thought helpful. At the point an average motorist is informed by a mechanic that he needs a "new" engine that was repairable and subsequently rebuilt. This repaired or rebuilt engine could save the motorist 40% to 60% as compared to buying an unused or new engine.

In Canada close to 95,000 engines were rebuilt in 1980. This suggests that 35,625,000 pounds of cast iron was recycled which saved the depletion or consumption of 2,375,000 gallons of propane, 1,548,913 gallons of fuel oil and 7,633 tons of soft coal.

For the readers knowledge, a custom rebuilder is one who remanufactures products on a one person-one product process whereas a production rebuilder utilizes an assembly line process with one person performing one specific job.

The survey is believed to be timely in that the industry concerned is not well understood, labour intensive, energy efficient, environmentally stable and thought as having a strong potential both domestically and abroad.

OBJECTIVES

The objective of the study is to clearly delineate for a rapidly growing sub-sector of the automotive aftermarket parts industry - two aspects.

1. Current levels and demand
2. Opportunities/problems in terms of export potential and increased domestic penetration.

METHOD

In April and May of 1981, 288 telephone interviews were conducted across Canada among custom and production line rebuilders. In June 1981 personal in-depth interviews were conducted among the largest production rebuilders who sold out-of-province and who had the greatest ability to be involved in export trade.

The chief executive or chief financial officer was interviewed in all cases. The telephone portion of the survey was conducted in French and English while the personal portion was conducted in English only.

The entire universe of rebuilders was polled and response rate of 96% was achieved, (i.e. only 13 respondents refused of 311 contacted). These refusals all came from the smaller custom rebuilders. These companies have not been factored into the gross results.

Those companies who did not employ at least two (2) full time machinists were excluded from the study. These companies are typically automotive parts wholesalers with a small machine shop in the same premises.

Copies of the questionnaires are appended to the report.

HIGHLIGHTS

1. Factory value of product sold from Canadian rebuilders in 1980 is slightly over \$350 million.
2. Over 60% of rebuilders have experienced real growth in units produced in the last two years. They have grown at a rate of between 10-12 percent and 1981 looks as strong if not stronger.
3. Exporting is not a serious venture with only 5% of all firms presently being involved. Over 20% have considered the export market but only superficially.

RECOMMENDATIONS

From the opinions expressed in the personal interviewing portion of the study, it is thought appropriate to express a recommendation as part of this research document.

The possibility of individual rebuilders marketing their products abroad seems very unlikely. They are not equipped, as individual organizations, to even seriously consider the possibility. Prejudgement as to the potential, lack of managerial manpower, suspicion and the inability to retrieve their raw material, i.e. cores, are the major reasons. It is this last point that possibly is the most important. Even domestically, the supply and clever buying of cores can make the difference in profitability.

To state the problem as an example, if a rebuilder ships 100 rebuilt alternators to an export market he must be guaranteed to receive approximately the same number of disabled alternators (or cores) back from the market for him to even entertain the thought of shipping the initial 100 rebuilt alternators.

Since cores play such a vital role in any export endeavour, their supply and return must be addressed before any industry

export interest is stimulated. Perhaps, a central trading company or agency should be established in Canada whose sole purpose would be to 1) buy cores in the world market, 2) transport them to Canada, 3) announce the availability, buying and selling price to the rebuilding community, 4) return rebuilt product to the country of origin and 5) assume profit on final selling transaction. The establishment of such an agency abroad whose function would be to buy and ship acceptable cores and then act as sales agent for the returned Canadian rebuilt products.

Clearly, however, a precondition for such action would be the establishment of an industry association to act as a focal point in addressing the domestic concerns and export opportunities of the industry.

GENERAL SHAPE OF THE INDUSTRY

The industry employs 5,000 production or factory workers.

The majority i.e. 72%, are involved in custom rebuilding as opposed to production line rebuilding.

Close to half of Canada's rebuilders have been in business for over 20 years with a small 10% having been established in the last one to five years.

Seasonally, very little variance exists in units produced. Customer rebuilders are slightly more cyclical with an 8% variance as compared to production rebuilders 3%.

Ninety-six percent (96%) of the entire industry is Canadian owned. Over sixty percent (60%) experienced real growth in units produced in the last two years and two thirds anticipate 1981 to be a growth year.

(See Page 11, Table A)

Table A

Number of Full Time Employees Working at Production

<u>Custom</u>		<u>Production Line</u>		<u>Total</u>
#	%	#	%	
3,600	72	1,400	28	5,000

Number of Years in Business

<u>Base</u>	<u>Custom (288)</u>		<u>Production Line (10)</u>	
	#	%	#	%
Less than 1 year	3	1	-	-
1 to 5 years	31	11	3	30
6 to 10 years	51	18	-	-
11 to 15 years	52	18	1	10
16 to 20 years	20	7	-	-
Over 20 years	131	45	6	60

Seasonality of Production

	<u>Winter</u>	<u>Spring</u>	<u>Summer</u>	<u>Fall</u>
	%	%	%	%
Custom	28	26	24	20
Production Line	23	24	27	26

	<u>Anticipate</u>		<u>Foresee</u>
	<u>1979</u>	<u>1980</u>	<u>1981</u>
	%	%	%
Growth	63	61	67
About Same	14	15	16
Decline	13	19	8
Don't Know	10	5	9

The Rebuilder's Customer

A Canadian custom rebuilder will sell to 18 different types of businesses while his production counterpart will sell to only 6. The custom rebuilder will have automotive wholesalers as his most frequent type of customer i.e. 29%, while it is the warehouse distributor for the production rebuilder.

(See Page 13, Table B)

Table BDifferent Classes of Trade Sold

	<u>Custom</u>		<u>Production</u>	
	<u>#</u> <u>(740)</u>	<u>%</u> <u>(100)</u>	<u>#</u> <u>(17)</u>	<u>%</u> <u>(100)</u>
Buying Groups	8	1.08	2	11.76
Construction	18	2.43	-	-
Farm	38	5.14	-	-
Fleets (Cars & Trucks)	135	18.24	1	5.88
Government	4	.54	-	-
Industrial	32	4.32	-	-
Jobber/Wholesaler	212	28.65	-	-
Lift Truck Repair Shops	2	.27	-	-
Logging	3	.41	-	-
Marine	7	.95	-	-
Mass Merchandisers	9	1.22	2	11.76
Mining	2	.27	-	-
inal Equipment				
Manufacturers	4	.54	4	23.52
Other Rebuilders	3	.41	-	-
Public Transit Companies	5	.68	-	-
Service Stations/Garages	165	22.30	-	-
Tires, Battery & Accessories	-	-	2	11.76
Vehicle Dealers	71	9.59	1	5.88
Warehouse Distributors	<u>22</u>	<u>2.97</u>	<u>7</u>	<u>41.18</u>
	740	100.00	17	99.98

Where Production Rebuilders Sell Their Product

Close to half, i.e. 48%, the rebuilt units sold by the larger companies are merchandised through mass merchandisers. Warehouse distributors are a distant second at 26%.

(See Page 15, Table C)

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Table C

Production Rebuilder's Percentage of Unit Sales
to Different Classes of Trade

	<u># of Units Sold</u>	<u>%</u>
Mass Merchandiser	5,318,163	48
Warehouse Distributor	2,880,672	26
Tire, Battery & Accessory	1,440,336	13
Original Equipment Manufacturer	886,360	8
Manufacturers Dealers	443,180	4
Fleet	110,795	1
Total	11,079,506	100

Types of Parts Rebuilt

A total of 48 different parts are rebuilt for re-use in Canadian vehicles. These include parts used in all types of vehicles, e.g. farm equipment, heavy duty trucks, marine equipment etc.,

The majority of custom rebuilders, i.e. 63% are involved with engines while the production rebuilder is more apt to deal with small parts.

On average a custom rebuilder will only be involved with two (2) product lines while his counterpart will produce slightly over seven (7).

(See Page 17, Table D)

Table D

Types of Parts Rebuilt

	# of Custom Firms Rebuilding Product (BASE 288)	% of Custom Firms Rebuilding (%)	# of Production Firms Rebuilding Product (BASE 10)	% of Production Firms Rebuilding Product (%)
Air Compressors	1	.35	-	-
Alternators	52	18.06	7	63.64
Armatures	4	1.39	3	27.27
Axles	1	.35	-	-
Blocks	7	2.43	-	-
Brake Units (Power, Air)	13	4.51	-	-
Brake Calipers	16	5.56	1	9.09
Brake Drums	12	4.17	-	-
Brakes (Shoes & Pads & Disks)	11	3.82	5	45.45
Camshafts	8	2.78	-	-
Carburetors	21	7.29	3	27.27
Compressors	1	.35	1	9.09
Convertors	1	.35	-	-
Catches	16	5.56	4	36.36
Crankshafts	26	9.03	1	9.09
Cylinder Heads	57	19.79	2	18.18
Differentials	5	1.74	1	9.09
Distributors	5	1.74	3	27.27
Drive Shafts	3	1.04	1	9.09
Engines	182	63.19	2	18.18
Fuel Pumps	7	2.43	2	18.18
Generators	27	9.38	3	27.27
Governors	1	.35	-	-
Heaters	2	.69	-	-
Heat Exchangers	2	.69	-	-
Heater Coils	1	.35	-	-
Master Cylinders	1	.35	-	-
Oil Pumps	7	2.43	1	9.09
Pump Injectors	1	.35	-	-

Cont'd...

Table D, Cont'd.

Types of Parts Rebuilt

	# of Custom Firms Rebuilding Product (BASE 288)	% of Custom Firms Rebuilding (%)	# of Production Firms Rebuilding Product (BASE 10)	% of Production Firms Rebuilding Product (%)
Radiators	2	.69	-	-
Rods (Connecting)	4	1.39	-	-
Rods (Driving)	3	1.04	-	-
Rotors	9	3.13	3	27.27
Power Steering Units	3	1.04	1	9.09
Speedometers	1	.35	-	-
Solenoids	6	2.08	3	27.27
Starter Drives	3	1.04	4	36.36
Starting Motors	10	3.47	2	18.18
Starters	42	14.58	5	45.45
Stators	3	1.04	2	18.18
Steering Boxes	1	.35	-	-
Torque Converters	0	0	1	9.09
Transmissions	11	3.82	1	9.09
Turbochargers	2	.69	-	-
Valves	5	1.74	-	-
Voltage Regulators	6	2.08	4	36.36
Water Pumps	8	2.78	6	54.54
Wiper Motors	5	1.74	1	9.09

Size of Market

The factory value of rebuilt parts in Canada in 1980 was slightly under \$350 million.

The top four rebuilt lines are Transmissions at \$54 million, Starters at \$52 million, Engines at \$50 million and Brake Shoes and Pads at \$45 million. Thus, these four product lines account for 58% of the entire dollar value of the industry.

NOTE: In cases where D/K (Don't Know) appears on chart only one (1) custom rebuilder responded and was unable to furnish the interviewer with the required information.

(See Page 19, Table E)

Table E

Annual Number and Factory Value of Parts Sold (1980)

	<u>Total</u> <u>(Custom and Production)</u>	
	<u>#</u>	<u>\$</u>
Air Compressors	300	15,000
Alternators	733,198	21,995,940
Armatures	290,000	3,480,000
Axles	110	3,600
Blocks	830	83,000
Brake Units (Power & Air)	396,185	3,961,850
Brake Calipers	86,498	1,902,956
Brakes (Shoes, Discs, & Pads)	6,696,229	45,601,319
Camshafts	2,670	186,900
Carburetors	289,290	18,803,850
Compressors	D/K	D/K
Converters	D/K	D/K
Clutches	283,432	14,171,600
Crankshafts	25,115	2,511,500
Cylinder Heads	59,706	5,970,600
Differentials	1,015	1,421,000
Distributors	330,642	22,238,520
Driveshafts	150	4,500
Engines	94,559	53,520,394
Fuel Pumps	49,050	1,226,250
Generators	23,409	819,315
Governors	D/K	D/K
Heaters	D/K	D/K
Heater Coils	D/K	D/K
Master Cylinders	40,000	1,000,000
Oil Pumps	25,600	640,000
Pump Injectors	D/K	D/K

...Cont'd.

Table E, Cont'd.

Annual Number and Factory Value of Parts Sold (1980)

	Total (Custom and Production)	
	#	\$
Radiators	D/K	D/K
Rods (Connecting & Driving)	870	13,050
Rotors	200,920	1,607,360
Power Steering Units	4,554	592,020
Speedometers	D/K	D/K
Solenoids	402,500	4,025,000
Starter Drives	271,000	813,000
Starter Motors	280,000	7,000,000
Starters	1,049,283	52,464,150
Stators	616,000	3,080,000
Steering Boxes	2,500	100,000
Torque Converters	D/K	D/K
Transmissions	168,035	54,611,375
Turbo Charges	280	120,000
Valves	D/K	D/K
Voltage Regulators	814,315	8,957,465
Water Pumps	540,709	16,221,270
Wiper Motors	33,622	1,681,110
		<u>350,843,894</u>

The Lifeline of the Industry---Cores!

The major raw materials necessary for a rebuilder to exist is the continual supply of a product that is capable of being rebuilt. To ensure this flow, a rebuilder adopts a core return policy that is financially advantageous for a customer to follow. It would appear that for every 100 rebuilt products sent to a customer 80-85 cores will be retrieved. Therefore, 15-20% are lost or possibly beyond repair. To maintain full capacity a rebuilder must turn to other sources of supply. For a smaller custom rebuilder a scrap dealer or wrecker helps to fill the void. The larger production rebuilders utilize a core broker whose only business is to systematically buy cores and sell them, in volume, at a price the market will bear. Canadian production rebuilders more often than not deal with American core brokers. Their primary reasons for buying in the United States are a better selection of marketable cores at an affordable price. It is believed by the leaders in the industry that the ability to buy cores is the single most important element to a profitable business.

The following three tables indicate the many sources of supply a rebuilder must maintain to retrieve cores.

(See Page 21, Table F)

(See Page 21 A, Table F-1)

(See Page 21 B, Table F-2)

Table F

Sources of Engine Cores

Answered 388 times by 180 of the 288 respondents or 134.72%

2

	<u>#</u>	<u>%</u>
Service Station	57	19.79
Garage	57	19.79
Jobber/Wholesaler	10	3.47
Warehouse Distributor	2	0.69
Tire, Battery Accessory	1	0.35
Manufacturer's Dealers	37	12.85
Fleet	61	21.18
Mass Merchandiser	3	1.04
Core Brokers	7	2.43
Exchange Programs	9	3.13
Walk-In-Trade	90	31.25
Farmers/Dealers	24	8.33
o-It-Yourselfers	15	5.20
Industrial	12	4.16
Construction	11	3.82
Wreckers	11	3.82
Scrap Dealers	6	2.08
Marine	5	1.74
Government Salvage	2	.69
Loggers	2	.69
Lift Truck Repair Shops	1	.35

Table F-1

Sources of Alternator Cores

Answered 112 times by 52 of the 288 respondents or 38.89%

	<u>#</u>	<u>%</u>
Service Station	17	5.90
Garages	12	4.17
Jobber/Wholesaler	9	3.13
Warehouse Distributor	3	1.04
Manufacturer's Dealers	7	2.43
Fleet	16	5.56
Core Brokers	6	2.08
Exchange Programs	10	3.47
Wreckers	11	3.82
Walk-In Trade	6	2.08
Do-It-Yourselfer	5	1.74
Industrial	3	1.04
Farm	3	1.04
Construction	2	.69
Lift Truck Companies	1	.35
Marine	1	.35

Table F-2

Sources of Cylinder Head Cores

Answered 126 times by 55 of the 288 respondents or 43.75%

	<u>#</u>	<u>%</u>
Service Station	26	9.03
Garage	21	7.29
Jobber/Wholesaler	4	1.39
Warehouse Distributor	1	0.35
Manufacturer's Dealers	14	4.86
Fleet	14	4.86
Mass Merchandiser	2	0.69
Core Brokers	2	0.69
Exchange Programs	(1) 1	0.35
Walk-In-Trade	20	6.94
Farm	6	2.08
Wreckers	5	1.74
Industrial	4	1.39
Construction	3	1.04
Do-It-Yourselfers	2	.69
Scrap Dealers	1	.35

Exportation

Only 16 firms or five percent (5%) of those interviewed are presently involved in export. All these companies sell into the United States and two are involved in off shore trade.

Beyond the few who have become involved another twenty-two percent (22%) have toyed with the idea but have not carried through for a variety of reasons (as seen on the following pages). Of the reasons for not taking action on exporting, it is opined that seventy-five percent (75%) are weak objections based more on feeling than fact.

(See Page 23, Table G and Pages 24 and 25.)

Table G

Presently Exporting

Base	<u>Custom (288)</u>		<u>Production (10)</u>	
	#	%	#	%
Yes	12	4	4	40
No	276	96	6	60

Ever Thought of Exporting

(Asked of those not presently exporting)

Base	<u>Custom (276)</u>		<u>Production (6)</u>	
	#	%	#	%
Yes	62	22	2	20
No	212	73	4	40
Don't Know	2	1		

Action Taken in Considering Export

(Figures indicated number of responses)

Base 62 responses

<u>Have Explored & Done Nothing</u>	<u>Just Considered It</u>	<u>No Market</u>
20	16	2
<u>Difficult to be Competitive</u>	<u>Not Viable</u>	<u>Talking to someone in England right now</u>
2	1	1
<u>Talked to Government...got disgusted and gave up</u>	<u>Have looked into Government Programs</u>	<u>Difficulty in getting cores back</u>
1	1	1
<u>Can't export repaired items</u>	<u>Freight charges too heavy</u>	<u>Difficult to be competitive with labour rate</u>
1	1	1
<u>Money too expensive</u>	<u>We need Government</u>	<u>Too much red tape</u>
1	1	1
<u>Talked to a person from Columbia</u>	<u>I travelled to Cuba</u>	<u>Can't find right market</u>
1	1	1
<u>Have made contacts in U.S.A., Central America, South America</u>	<u>Contacted countries in South America</u>	<u>Contacted countries in in South America</u>
1	1	1
<u>Contacted persons in Africa & Egypt</u>	<u>Contacted countries in South America</u>	
1		1
<u>Don't know which direction to take</u>		<u>Haven't the time</u>
1		1
<u>Transportation a problem, have to ship to Montreal First</u>		

Reasons for not taking action on Exportation

(Figures indicate number of responses)

Base 186 responses

We're too small

38

We wouldn't be competitive

27

We're a custom rebuilder

26

I don't need anymore business

19

No market for us

12

Just too many complications

11

Too much Government red tape

10

Don't have products to export

7

Freight Charges too high

5

Not financially feasible

4

U.S.A. pays less for parts and labour

4

We would have to put up money first

3

We would have to change our policies

2

Nobody has approached me

2

We have a lot of difficulty getting skilled help

2

You would lose cores

2

Difficult to export a reconditioned product

1

Approached by Iran but almost burned

1

Political stability in many countries not good

1

Can't control the guarantee out of the country

1

Our franchise precludes any exporting

1

Tariffs prevent us

1

We are not located for it

1

We have no contacts to export to

1

No credit facilities at the other end

1

Lack of knowledge of my own market never mind foreign

1

We are (living) on bologna and cheese with the locals, i.e. not profitable

1

Too new to get into it

1

Appendix

REBUILDERS IN BRITISH COLUMBIA

Mr. Don Borden,
Alec's Machine Shop,
3891 Fraser Street,
Vancouver, British Columbia.
V5V 4E3

Mr. Bill Younghusband,
Inland Kenworth Sales,
3595 East 1st Street,
Burnaby, British Columbia.

Mr. Kirkham,
B.C. Engine,
945 Lougheed Highway,
Vancouver, British Columbia.

Mr. David Kirk,
Kirk Auto Electric,
960 England Avenue,
Courtenay, British Columbia.
V9N 2N6

Mr. Bert Laakman,
Bert's Automotive Ltd.,
885 Kingsway,
Vancouver, British Columbia.
V5V 3C2

Mr. E. Mannix,
Mannix Machine Shop,
24-2789 Highway 97N.,
Kelowna, British Columbia.
V1X 4J8

Mr. H.E. Engen,
C & E Auto Parts Ltd.,
200 Ellis Street,
Penticton, British Columbia.
V2A 4L6

Mr. H. McCormack,
Merritt Machine Shop,
2175 Coldwater,
Merritt, British Columbia.
V0K 2B0

Mr. Alec Pont,
Coquitlam Automotive,
520 Como Lake Avenue,
Coquitlam, British Columbia.
V3J 3M1

Mr. Robert Jones,
N & J Automotive Speed & Custom,
6203 Highway 97,
Osoyoos, British Columbia.
V0H 1V0

Mr. Roy Evans,
Evans Engine Shop,
33406B S. Fraser Way,
Abbotsford, British Columbia.
V2S 2B5

Mr. Jerry S. Turchak,
Nor-Mar Truck Equipment,
659 Okanagan Avenue East,
Penticton, British Columbia.
V2A 3K7

Mr. George Beecroft,
Glanco Auto Ltd.,
664 Granderson Road,
Victoria, British Columbia.
V9B 2R8

Mr. Dick Edinger,
Northland Machine Ltd.,
700-114th Avenue,
Dawson Creek, British Columbia.
V1G 3A3

REBUILDERS IN BRITISH COLUMBIA, CONT'D.

Mr. Bolman,
Okanagan Engine Rebuilders,
806 Crowley Avenue,
Kelowna, British Columbia.
V1Y 7G7

Mr. James Meikle,
Vulcan Automotive Equipment,
655 West-7th Avenue,
Vancouver, British Columbia.
V5Z 1B7

Mr. D. Schuppener,
Pendozi Machine Shop,
3006 Pandosy Street,
Kelowna, British Columbia.
V1Y 1W2

Mr. L. Evans,
Wakefield-Sperling Auto Parts,
33406 South Fraser Way,
Abbotsford, British Columbia.
V2S 2B5

Mr. J.S. Raven,
Regional Automotive Dist. Ltd.,
2206 Douglas Road,
Burnaby, British Columbia.
V5C 5A7

Mr. Jerry Moreau,
Whalley Automotive (1971) Ltd.,
10614-135A Street,
Surrey, British Columbia.
V3T 4E2

Mr. Stan Wright,
Stan Wright Auto Electric Ltd.,
548 David Street,
Victoria, British Columbia.
V8T 2C3

Mr. J. Morrison,
Sun Auto Parts,
P.O. Box 938,
Vernon, British Columbia.
V1T 6M8

Mr. Aki Nomura,
Superior Brake Bonding,
1380 Boundary,
Vancouver, British Columbia.

Mr. Wolovits,
Toneray Automotive,
5400A Minoru Blvd.,
Richmond, British Columbia.
V6X 2A9

REBUILDERS IN ALBERTA

Mr. Len Turner,
Action Parts Ltd.,
235-41 Avenue N.E.,
Calgary, Alberta.
T2E 2N4

Mr. David Dover,
Brake Drome Co.,
5760-11th Street S.E.,
Calgary, Alberta.
T2H 2G1

Mr. W.H. Klassen,
Air-Vac Brake Equipment Ltd.,
927-46th Avenue S.E.,
Calgary, Alberta.
T2G 2A5

Mr. Walter Glidden,
Camrose Engine Rebuilders,
3833-48 Avenue,
Camrose, Alberta.

Mr. Bill Chesney,
Alberta Brake & Clutch Ltd.,
217-4th Street N.E.,
Calgary, Alberta.
T2E 3S1

Mr. Bruce Clark,
Clark's Engine Rebuilders,
4912-52nd Street,
Red Deer, Alberta.
T4N 2C8

Mr. Heinz Zabbee,
Alberta Chrome & Grinding,
4726-1st Street S.E.,
Calgary, Alberta.
T2G 2L3

Mr. J.J. Timmons,
Concord Industries Ltd.,
4344-12th Street S.E.,
Calgary, Alberta.
T2G 2A2

Mr. A. Oekle,
Alken Automotive & Machine Shop,
8906-109th Street,
Grande Prairie, Alberta.
T8V 4K8

Mr. G. Ruiter,
Continental Engines,
10205-105th Avenue,
Edmonton, Alberta.
T5H 0K3

Mr. Norm Lesyk,
Allied Brake & Clutch,
10527-106th Street,
Edmonton, Alberta.
T5H 2X5

Mr. Paul Fitzner,
Custom Engine & Parts,
316-34th Street South,
Lethbridge, Alberta.
T1J 4A9

Mr. R.A. Gravelle,
Best Motors Ltd.,
12707-127th Avenue,
Edmonton, Alberta.
T5L 3E9

Mr. C.F. Powell,
E-C Automotive Ltd.,
8501-118th Avenue,
Edmonton, Alberta.
T5B 0S2

REBUILDERS IN ALBERTA, CONT'D.

Mr. Alvin Morris,
Engine Rebuilders Ltd.,
14710-112th Avenue,
Edmonton, Alberta.
T5M 2T9

Mr. Ron Krebs,
Reliable Engine Services Ltd.,
4331 Manhattan Road, 4th Street S.E.,
Calgary, Alberta.
T2G 4B1

Mr. G. Kobberstad,
Gordon's Automotive,
5501-1A Street S.W.,
Calgary, Alberta.
T2H 0E6

Mr. Ray Peets,
Reliable Engine Services Ltd.,
8135 Wagner Road,
Edmonton, Alberta.
T6E 4N6

Mr. A.V. Gallegari,
Gopher Engine Rebuilders,
14230-115th Avenue,
Edmonton, Alberta.
T5M 3B7

Mr. R.K. Stauffer,
Stauffer Auto Electric Ltd.,
P.O. Box 1060,
Olds, Alberta.
T0M 1P0

Mr. Ken Fargy,
Ladwigs Automotive,
5910-54 Avenue,
Red Deer, Alberta.
T4N 4M6

Mr. Denny Legault,
United Diesel Limited,
4210-103 Street, Box 8010,
Edmonton, Alberta.
T6H 4S4

Mr. Murray Barilla,
Lo-Cost Automatic Transmission,
10230-95th Street,
Edmonton, Alberta.
T5H 2B1

Mr. J. Burley,
Weldengrind Ltd.,
14650-112th Avenue,
Edmonton, Alberta.
T5M 2T9

Mr. Randy Dulmage,
Moore's Machine Shop,
2320-32nd Avenue N.E.,
Calgary, Alberta.
T2E 6T4

Mr. H. Zeller,
Zelmor Automotive,
P.O. Box 392,
Medicine Hat, Alberta.
T1A 7G2

Mr. Ron Nichols,
Par Auto Parts Ltd.,
1828B-36 Street S.E.,
Calgary, Alberta.
T2B 0X6

REBUILDERS IN SASKATCHEWAN

Mr. N. Verbeurtt,
A & N Auto Machine Ltd.,
609 Railway N.E.,
Weyburn, Saskatchewan.
S4H 0A9

Mr. D.L. Peterson,
Hi-Way Machine Shop,
P.O. Box 1240,
Nipawin, Saskatchewan.
S0E 1E0

Mr. Jerry Hooey,
Automatic Transmission Clinic Ltd.,
340 Albert Street,
Regina, Saskatchewan.
S4R 2N7

Mr. A. Johnston,
H-J Auto Machine,
1333 McIntyre Street,
Regina, Saskatchewan.
S4R 2M9

Mr. R.G. Dedman,
Automotive Remanufacturing,
1135-8th Avenue,
Regina, Saskatchewan.
S4R 1E1

Mr. Al Landell,
Humbolt Automotive & Brake Service,
637-7th Street West,
Humbolt, Saskatchewan.
S0K 2A0

Mr. D.L. Cale,
Custom Engine Rebuilders,
1342 Lorne Street,
Regina, Saskatchewan.
S4R 2K1

Mr. L. Deck,
Motor Rebuilders Ltd.,
1650 Winnipeg Street,
Regina, Saskatchewan.
S4P 1E8

Mr. Earle Davis,
E & G Auto Parts & Service Ltd.,
926 Edward Street,
Estevan, Saskatchewan.
S4A 1S7

Mr. Ray Krock,
Northside Auto Ltd.,
402-45th Street East,
Saskatoon, Saskatchewan.
S7K 0W2

Mr. Frank Lowe,
Engine & Brake Service,
495 High West,
Moose Jaw, Saskatchewan.
S6H 1T2

Mr. Stan Olson,
Olson Diesel Ltd.,
115 Broadway West,
Yorkton, Saskatchewan.
S3N 0M3

Mr. Harry Thompson,
General Automotive Supply Ltd.,
212-20th Street West,
Saskatoon, Saskatchewan.
S7M 0W9

Mr. P. Prokopiuk,
Parkland Engine Rebuilders,
P.O. Box 970,
Yorkton, Saskatchewan.
S3N 2X1

REBUILDERS IN SASKATCHEWAN, CONT'D.

Mr. Gordon Lapointe,
Prairie Engine Rebuilders Ltd.,
518-42nd A Street,
Saskatoon, Saskatchewan.
S7K 0V3

Mr. R. Dube,
Reg's Diesel,
738-5th Street,
Estevan, Saskatchewan.
S4A 2B8

Mr. Steve Townstego,
Saskatoon Engine Rebuilders,
301 Pakwa Pl-Bay 10,
Saskatoon, Saskatchewan.
S7L 6A3

Mr. J.A. Materi,
Southern Automotive,
119 River Street West,
Moose Jaw, Saskatchewan.
S6H 1R6

Mr. W. Eagles,
Superior Auto & Machine Ltd.,
1735 Scarth Street,
Regina, Saskatchewan.
S4R 2E7

Mr. Len Hanson,
Superior Auto (1973) Ltd.,
37 Pacific,
Maple Creek, Saskatchewan.
S0N 1N0

Mr. Lloyd Utigard,
Western Automotive Rebuilders,
1302 Quebec Avenue,
Saskatoon, Saskatchewan.
S7K 1V5

REBUILDERS IN MANITOBA

Mr. Jim Hines,
Ace Auto Electric,
361 Logan Avenue,
Winnipeg, Manitoba.
R3A 0P8

Mr. J.S. Anderson,
Custom Cylinder Head Rebuilders,
1539 Rosser Avenue,
Brandon, Manitoba.
R7A 0M7

Mr. Ray Dwornick,
Autoline Products Ltd.,
675 Golspie Street,
Winnipeg, Manitoba.
R2K 2V2

Mr. Morris Fedorin,
Fasco Rebuilt Products,
51 Harriet Street,
Winnipeg, Manitoba.
R3A 1C7

Automotive Accessories Company,
P.O. Box 3807, Station "B",
Winnipeg, Manitoba.
R2W 3R6

Mr. Cy J. Russell,
Fort Ignition,
1857 Notre Dame Avenue,
Winnipeg, Manitoba.
R3E 3E7

Mr. Lawry Moore,
Avenue Automatic Services (1978) Ltd.,
1357 Saskatchewan Avenue West,
Portage La Prairie, Manitoba.
R3E 3K4

Mr. Robert Friesen,
Friesen Machine Works,
241 Friesen,
Steinbach, Manitoba.
R0A 2A0

Mr. Robert Smolders,
Beacon Auto Electric,
925 Alexander Avenue,
Winnipeg, Manitoba.
R3E 1K1

Mr. O.N. Reiffenstein,
Hood Auto Parts & Electric (77) Ltd.,
P.O. Box 668,
Brandon, Manitoba.
R7A 5Z7

Mr. Y. Champagne,
B-M Auto Supplies,
159 Isabel Street,
Winnipeg, Manitoba.
R3A 1G6

Mr. Brian Kelly,
Manitoba Bearing Works,
270 St. Mary Avenue,
Winnipeg, Manitoba.
R3C 0M6

Mr. J. Iwanchuk,
Canada Auto Company,
232 Fort Street,
Winnipeg, Manitoba.
R3C 1E4

Mr. Norman Shinnimin,
Mobile Valve Grinders,
768 Beverly Street,
Winnipeg, Manitoba.
R3E 2A6

REBUILDERS IN MANITOBA, CONT'D.

Mr. A. Franks,
Motor Parts-Supplies,
666 Arlington Street,
Winnipeg, Manitoba.
R3E 2E1

Mr. D. Barrett,
Wesley Ind. Machine Shop,
1108 Wall Street,
Winnipeg, Manitoba.
R3E 2R9

Mr. H. Patzer,
Norland Machine Service,
Main East,
Swan River, Manitoba.

Mr. H.P. Hardy,
Western Engine Ltd.,
410 Madison Street,
Winnipeg, Manitoba.
R3J 1J1

Mr. Nick Ruta,
Northland Automotive Ltd.,
53 Main Street,
Selkirk, Manitoba.
R1A 1P9

Mr. Fred Lewicki,
Wilson Auto Electric Ltd.,
600 Golspie Street,
Winnipeg, Manitoba.
R2K 2V1

Mr. G. Gadsby,
Pritchard Engr.,
111 Bannister Road,
P.O. Box 1749,
Winnipeg, Manitoba.
R2R 0P2

Mr. J. Smith,
Smith's Cylinder Head Rebuilders,
P.O. Box 1390,
Killarney, Manitoba.
R0K 1G0

Mr. Norm Bickel,
Standard Machine Works,
660 St. Matthews Avenue,
Winnipeg, Manitoba.
R3G 0G8

Mr. S. Fedon,
Steve's Auto Electric,
664 Dufferin Avenue,
Winnipeg, Manitoba.
R2W 2Z2

REBUILDERS IN ONTARIO

Mr. Steve Gianopoulos,
Advance Auto Electric,
15 Jutland Road,
Toronto, Ontario.
M8Z 2G6

Mr. G.H. Moore,
Automotive Parts & Equipment,
101 Ontario Street,
Toronto, Ontario.
M5A 2V2

Mr. Roy Metcalf,
Advance Crankshaft Canada,
1040 Martingrove Road,
Rexdale, Ontario.
M9W 4W4

Mr. F.J. Wilken,
B-W Auto Supply,
232-10th Street,
Hanover, Ontario.
N4N 1N9

Mr. A. Mammarella,
Albatross Automotive Ltd.,
13 Melanie Drive,
Brampton, Ontario.

Mr. Ron Seifred,
Bayview Automotive Ltd.,
1356 Princess Street,
Kingston, Ontario.
K7M 3E4

Mr. J.B. Alie,
Alie Specialized Service,
211 Hamilton Street,
Hawkesbury, Ontario.
K6A 1Y9

Mr. Charles Beatty,
Beatty-Woods Ltd.,
50 Shaft Road,
Rexdale, Ontario.
M9W 4M2

Mr. Tony Giardino,
AMG Automotive Ltd.,
617 Upper Wellington Street,
Hamilton, Ontario.
L9A 3P8

Mr. Mike Wilson,
Bell's Corners Auto Parts Ltd.,
30 Stafford Road-Bay 104,
Nepean, Ontario.
K2H 8W1

Mr. J. Grgurich,
Amco Mach-Sports,
RR 12, Dawson Road,
Thunder Bay, Ontario.
P7B 5E3

Mr. M.J. Bennett,
Bennett-Hansen,
36 Lorne Street,
Smith Falls, Ontario.
K7A 3K7

Mr. K. Fansabedian,
Arcan Automotive,
1107 Castlefield Avenue,
Toronto, Ontario.
M6B 1E8

Mr. Chester Salvati,
Berco Automotive Supply Co.,
163 Milvan Drive, Unit 3,
Weston, Ontario.
M9L 1Z8

Mr. D. Smith,
Atchinson Machine Service,
132 Clarke Road,
London, Ontario.
N5W 5E1

Mr. John Williamson,
Brampton Engine Rebuilders,
506 Main Street North,
Brampton, Ontario.
L6V 1P9

REBUILDERS IN ONTARIO, CONT'D.

Mr. P.T. Alton,
Burston Automotive Machine Co.,
239 Bering Avenue,
Toronto, Ontario.
M8Z 3A5

Mr. John Vankirkbelt,
Champion Parts Rebuilders,
224 Milvan Drive,
Weston, Ontario.
M9L 2A5

Mr. J. New,
Calderone-New,
404B Old Kingston Road,
Scarborough, Ontario.
M1C 1B6

Mr. Tony Cirocco,
Christie Automotive Engineering,
1960 Davenport Road,
Toronto, Ontario.
M6N 1C2

Mr. Mike Campbell,
Camko Auto Specialty,
716 Wilson Road South #5,
Oshawa, Ontario.
L1H 6E8

Mr. R.H. Tanaka,
Cooksville Auto Engine,
2547 Wharton Glen Avenue,
Mississauga, Ontario.
L4X 2A9

Mr. Bill Moffat,
Cantire Products Ltd.,
35 Fieldway Road,
Toronto, Ontario.
M8Z 3L4

Mr. Richard Bye,
Commercial Auto Electric Ltd.,
135 Cushman Road,
St. Catharines, Ontario.
L2M 6T2

Mr. Carl Edwards,
Carleton Auto Parts Ltd.,
P.O. Box 303,
Carleton Place, Ontario.
K0A 1J0

Mr. Ray Fanson,
Connor Machine,
565 Shepherd Street East,
Windsor, Ontario.
N8X 2K8

Mr. Manuel Almeda,
Centennial Auto Machine
102 Geary Avenue,
Toronto, Ontario.
M6H 2B6

Continental Machine,
2158 Continental Avenue,
Windsor, Ontario.
N9E 3P1

Mr. J. Greenshields,
Central Auto Machines Ltd.,
101 Glen Cameron Road,
Thornhill, Ontario.
L3T 1N8

Mr. R. Homme,
Cooper Automotive,
940 Goyeau Street,
Windsor, Ontario.
N9A 1H8

Mr. Hawlker,
Certified Brakes,
1000 Martingrove Road,
Rexdale, Ontario.
M9W 4V9

Mr. Keith Norris,
C & S Automotive Machine (Welland) Ltd.,
32 Cross Street,
Welland, Ontario.
L3B 3G1

REBUILDERS IN ONTARIO, CONT'D.

Mr. R. Howes,
Custom Auto Machine,
17 Orfus Road,
Toronto, Ontario.
M6A 1L7

Mr. P. Mozel,
Eastern Auto Electric,
1610 Barton East,
Hamilton, Ontario.
L8H 2Y2

Mr. B. Vincent,
Customized Motors Ltd.,
1528 Barton Street East,
Hamilton, Ontario.
L8H 2X4

Mr. D.A. Sutherland,
Eastern Generator Exchange,
398 Patrick Street,
Kingston, Ontario.
K7K 3R6

Mr. A.J. Roshon,
Cylinder Head Service,
1089 People's Road,
Sault Ste. Marie, Ontario.
P6C 3W4

Mr. R.W. Elliot,
Bob Elliot Auto Service,
313 Elgin Street North,
Cambridge, Ontario.
N1R 7G4

Mr. D. Docherty,
Danny's Transmission,
2910 Tecumseh Road East,
Windsor, Ontario.
N8W 1G5

Mr. Reuben Fenwick,
Fenwick Automotive Ltd.,
2781 Dufferin Street,
Toronto, Ontario.
M6B 3S1

Mr. Gord Davenport,
Davenport Automotive Ltd.,
R.R. 4,
Orangeville, Ontario.
L9W 2Z1

Mr. R.S. Mandziak,
H-1 Engine Supply,
382 Bering Avenue,
Toronto, Ontario.
M8Z 3A9

Mr. Dick Graham,
Dixie Electric Rebuilders,
75 Irondale Drive,
Downsview, Ontario.
M9L 2S6

Mr. P. Harvey,
Harvey Philip Auto,
31 Kent,
Campbellford, Ontario.
K0L 1L0

Mr. J. Oosterveld,
Dundas Auto Service,
364 Mill Street,
Dundas, Ontario.
L9H 2M1

Mr. Wilf Heimpel,
Heimpel Automotive Ltd.,
1634 King East,
Kitchener, Ontario.
N2G 2P1

REBUILDERS IN ONTARIO, CONT'D.

Mr. Stanley Meek,
Herb Robinson Automotive,
72 Richmond Street West,
Oshawa, Ontario.
L1G 1E1

Mr. Tony Love,
Keystone Generators & Starters,
11 Gordon MacKay,
Weston, Ontario.
M9N 2V5

Mr. Scott Magee,
Highway-Ind. Truck,
106 Cushman Road,
St. Catharines, Ontario.
L2M 6T1

Mr. D.W. Gibson,
Kingston Auto Motors,
40 James Street,
Kingston, Ontario.
K7K 1Y9

Mr. J.A. Hosie,
Hosie & Brown Auto Electric Ltd.,
1352 Gosset Street,
Ottawa, Ontario.
K1B 3P7

Mr. T. Karpinsky,
Kingston Auto Transmission,
616 McKay Street,
Kingston, Ontario.
K7M 5V9

Mr. Rodger St. Germaine,
Humber Automotive,
7720 Islington Avenue,
Woodbridge, Ontario.
L4L 1B7

Mr. Syd Mandel,
Lakeshore Auto Parts Ltd.,
2864 Lake Shore B. W.,
Toronto, Ontario.
M8V 1H9

Mr. Peter Cam,
Husky Clutch,
26 Dorchester Avenue,
Toronto, Ontario.
M8Z 4W5

Mr. Paul Lambke,
Lambke Machine Rebuilders,
7-665 Industrial Road,
Cambridge, Ontario.
N3H 5C9

Mr. D. Inglis,
Inglis Ind. Engine,
21 Canmotor Avenue,
Toronto, Ontario.
M8Z 4E6

Mr. S.F. Lamont,
Lamont's Auto Machine Shop,
553-8th Avenue,
Hanover, Ontario.
N4N 2L2

Mr. Greg Shield,
Kenora Machine Service,
1010 Highway 17East,
Kenora, Ontario.
P9N 1L9

Mr. M. Campbell,
Leamington Automotive,
P.O. Box 517,
Leamington, Ontario.
N8H 3W5

REBUILDERS IN ONTARIO, CONT'D.

Mr. Learmouth,
Learmouth Auto Machine,
324 Eddystone Avenue,
Downsview, Ontario.
M3N 1H7

Mr. E. McGeorge,
McGeorge's Auto Electric,
88 Geneva Street,
St. Catharines, Ontario.
L3R 4M8

Mr. P. Whitfield,
London Generator Service,
573 Horton Street,
London, Ontario.
N6B 1M8

Mr. M. Loney,
McKerlie-Millen Inc.,
89 Hastings North,
Bancroft, Ontario.
K0L 1C0

Mr. Lucas,
Lucas Engines Ltd.,
1782 Midland Avenue,
Scarborough, Ontario.
M1P 3C2

Mr. Art Woods,
McKerlie-Millen,
188 Dalhousie Street,
Brantford, Ontario.
N3T 2J7

Mr. Ted Clark,
Lucas Industries Ltd.,
280 Yorkland Blvd.,
Willowdale, Ontario.
M2J 1R9

Mr. D. Welch,
McKerlie-Millen Inc.,
451 Dundas Street,
Cambridge, (Galt), Ontario.
N1R 5R5

Mr. R.E. Rourke,
Lytle Reboring,
376 Madison Avenue,
Ottawa, Ontario.
K2A 0B7

Mr. Norm Ringyea,
McKerlie-Millen Inc.,
16 Wellington Street East,
Chatham, Ontario.
N7M 3N7

Mr. Wilson,
Machine Shop-Belleville,
29 Harriett Street,
Belleville, Ontario.
K8P 1V2

Mr. J. Marks,
McKerlie-Millen Inc.,
319 Main South,
Exeter, Ontario.
N0M 1S0

Mr. Maclean,
Maclean Automotive,
1780 Midland Avenue-Rear,
Scarborough, Ontario.
M1P 3C2

Mr. Doug Good,
McKerlie-Millen Inc.,
P.O. Box 5051,
London, Ontario.
N6A 4L6

REBUILDERS IN ONTARIO, CONT'D.

Mr. F. Smith,
McKerlie-Millen Inc.,
18 Elgin Street,
St. Thomas, Ontario.
N5R 3L6

Mr. Ed Leblanc,
Milvan Automotive Centre,
145 Milvan Drive,
Weston, Ontario.
M9L 1Z8

Mr. J. Boivin,
McKerlie-Millen Inc.,
695 Wyandotte Street East,
Windsor, Ontario.
N9A 3J3

Mr. G. Savona,
Mississauga Alternator,
3433 Wolfedale Road,
Mississauga, Ontario.
L5C 3A9

Mr. R. Patterson,
McKerlie-Millen Inc.,
39 Young Street,
Woodstock, Ontario.
N4S 3L6

Mr. Mike Kafka,
M-M Power Brake System,
464 Bathurst Street,
Toronto, Ontario.
M5T 2S6

Mr. Nisker,
Merit Automotive Products Ltd.,
1283 Caledonia Road,
Toronto, Ontario.
M6A 2X7

Mr. Vincent Donofrio,
Mobile Engine Machine,
23 Tyler Place,
Weston, Ontario.
M9R 1L8

Mr. R. Miller,
Midland Cylinder Head Ex.,
1710 Midland Avneue,
Scarborough, Ontario.
M1P 3C7

Mr. A. Breitenbach,
Monarch Rebuilding,
89 York Street,
London, Ontario.
N6A 1A6

Mr. Dan Eastfeld,
Mintex Federal Ltd.,
189 Rexdale Blvd.,
Rexdale, Ontario.
M9W 1P9

Mr. Jim Robinson,
Nasco Division,
Hayes-Dana Co.,
1 St. Paul,
Beamsville, Ontario.
L0R 1B0

Mr. Mike Kalenic,
Mike's Diesel Fuel,
50 Adam Ferrie Place,
Kitchener, Ontario.
N2E 2A9

Mr. Joe Schwendering,
Newport Motor Mfg.,
50 Rossdean Drive,
Weston, Ontario.
M9L 2S1

REBUILDERS IN ONTARIO, CONT'D.

Mr. Harland Nicol,
Nicol Auto Electric Ltd.,
15-17 Elora Street,
St. Thomas, Ontario.
N5P 2X5

Mr. L.J. Hepworth,
P.H.P. Auto Machine,
1285 Florence Street,
London, Ontario.
N5W 2N6

Mr. Jim Norman,
Norman Automotive,
32 Howden Road,
Scarborough, Ontario.
M1R 3E4

Mr. J. Pines,
Pines J. Auto Electric,
20 Dover Street,
Stratford, Ontario.
N5A 7L4

Mr. James O'Connor,
Jas. O'Connor Automotive Ltd.,
Lombardy Road,
Smith Falls, Ontario.

Mr. J. Rainbow,
Portable Automotive,
20 Heritage Road 6,
Markham, Ontario.
L3P 3P3

Mr. Fred Ritter,
Pal Engines,
129 Front Street South,
Orillia, Ontario.
L3V 4S6

Mr. R. Siganski,
Provincial Brake & Clutch Service,
1940 Brampton Street,
Hamilton, Ontario.
L8H 3S5

Mr. Charles McCrae,
Palmerston Autom. Eng. Rebuilders,
24 Treford Place,
Toronto, Ontario.
M6J 1Z5

Mr. Chuck Richmond,
PST Auto Electric Ltd.,
285 Weber North,
Waterloo, Ontario.
N2J 3H8

Mr. P. Makino,
Pamaco Rebuilders,
170 South Service Road,
Stoney Creek, Ontario.
L8E 3H6

Mr. O. Quenneville,
Quenneville Rebuilders,
143 King Street East,
North Bay, Ontario.
P1B 1P1

Mr. Péte Van Kessel,
Parry Automotive Ltd.,
84 Dunedin Street,
Orillia, Ontario.
L3V 5T6

Mr. Tom Mangoff,
Raceway Engine Rebuilders,
1700 Queen Street East,
Toronto, Ontario.
M4L 1G6

REBUILDERS IN ONTARIO, CONT'D.

Mr. John Solecki,
Scarborough Engine Machine,
50D Howden Road,
Scarborough, Ontario.
M1R 3E4

Mr. W. Precoor,
Stone F. Engine Rebuilders,
86 Queen,
Brooklin, Ontario.
L0B 1C0

Mr. W.M. Scott,
Scott Automotive,
300 Nantucket Blvd. 2,
Scarborough, Ontario.
M1P 2P4

Mr. A.W. Brewer,
Stuart Power Brake,
349 Millen Road,
Stoney Creek, Ontario.
L8E 2H3

Mr. A. Siefker,
Siefker Automotive & Machine Ltd.,
131 Talbot Street North,
Essex, Ontario.
N8M 2C5

Mr. L. Woermke,
Towers Street Automotive,
28 Towers Street,
Sault Ste. Marie, Ontario.
P6A 2V1

Mr. F. Daniel,
Simcoe Auto Electric,
70 Water Street,
Simcoe, Ontario.
N3Y 1R1

Mr. Joseph Tlucko,
United Alternator & Starter,
221 Bethridge Road,
Rexdale, Ontario.
M9W 1N4

Mr. S. Kulka,
Sonny's Automotive,
6095 Dunn Street,
Niagara Falls, Ontario.
L2G 2P3

Mr. Gordon Taylor,
United Equipment,
983 Dupont Street,
Toronto, Ontario.
M6H 1Z5

Mr. J.D. Spurgeon,
Spurgeon Engines Ltd.,
P.O. Box 308,
Chatham, Ontario.
N7M 5K4

Mr. Walter Jaeger,
Universal Rad Service,
130 Hickson Avenue,
Kingston, Ontario.
K7K 2N6

Mr. Dan Goldstein,
Standard Engines,
P.O. Box 3089, Station "C",
Hamilton, Ontario.
L8H 7P2

Mr. Vern Mikkelson,
Vern's Motor Service,
Box 301,
Gormley, Ontario.
L0H 1G0

REBUILDERS IN ONTARIO, CONT'D.

Volkswagen Canada,
1940 Eglinton East,
Scarborough, Ontario.
M1L 2L9

Mr. Jack Edmondston,
Walker Automotive & Machine,
69 Grand Avenue East,
Chatham, Ontario.
N7L 1V8

Mr. Jellico,
Wheeler Auto Machine,
461 Esna Park Drive 18,
Markham, Ontario.
L3R 1H8

Mr. B. Keen,
White Oaks Auto Service,
557 Chartwell Road, Box 1028,
Oakville, Ontario.
L6J 4A8

Mr. W.C. Dennis,
Willy's Auto Machine,
81 Ross Street,
St. Thomas, Ontario.
N5R 3X6

Mr. William Gibbs,
Windsor Auto Electric,
895 Albert Road,
Windsor, Ontario.
N8Y 3N9

Mr. Ray Wolfe,
Wolfe Transmissions,
1401 The Queensway,
Toronto, Ontario.
M8Z 1T2

REBUILDERS IN QUEBEC

Mr. Serge Naud,
A.B. Accessoires D'Automobile Ltee.,
5010 Charleroi Rue,
Montreal, Quebec.
H1G 2Z3

Mr. J. Guilbert,
Autopartex,
38 St. Paul,
Victoriaville, Quebec.
G6P 3J3

Mr. M. Dussault,
Absco,
365 Dupuy Street,
Quebec, Quebec.
G1L 1P2

Mr. B. Giguere,
Autopro Inc.,
478 Notre Dame,
St. Remi, Quebec.
J0L 2L0

Mr. M. Ross,
Accessoires D'Auto Rene G. Ltee.,
531 Bl. Ouest,
Louiseville, Quebec.
J5V 1K6

Mr. Jean-Guy Cote,
Compagnie Motoparts Inc.,
1874 St. Jean - Box 98,
Plessisville, Quebec.
G6L 2Y6

Mr. G. R. Simard,
Asbestonos Corp. Ltd.,
48 Fort Street,
St. Lambert, Quebec.
J4P 2E8

Mr. G. Lambert,
Dolbeau Crankshaft,
1855 Bl. Walberg,
Dolbeau, Quebec.
G8L 1J1

Mr. Roger Charette,
Atelier Diesel G.C. Inc.,
2215 Rouen,
Montreal, Quebec.
H2K 1L6

Mr. Claude Jentesse,
Drummond Automotive,
163 Marchand - Box 325,
Drummondville, Ontario.
J2C 4N3

Mr. Andre Cote,
Auto Moteur St-Hyacinthe,
5505 Rue Trudeau,
St. Hyacinthe, Quebec.
G2S 2R9

Mr. Ed Terril,
Eastern Rebuilders Ltd.,
Box 1440,
Bedford, Ontario.
J0J 1A0

Mr. Victor Lefebvre,
Autonomic Inc.,
160 Ch. Larocque,
Valleyfield, Quebec.
J6T 4B2

Mr. M. Trottier,
Ecentre Moteurs Lefebvre,
10301 Pelletier Avenue,
Montreal, Quebec.
H1H 3R2

REBUILDERS IN QUEBEC, CONT'D.

Mr. A. Esar,
Engine Rebuilders,
6391 St. Lawrence Bl.,
Montreal, Quebec.
H2S 3E3

Mr. Marcel Belanger,
Lachute Auto Parts Inc.,
440 Principale,
Lachute, Quebec.
J8H 1Y3

Mme. Blouin,
Gilles Blouin Inc.,
2000 Bergemont Avenue,
Quebec, Quebec.
G1J 3T3

Mr. J.M. Belanger,
Lamontagne Auto Electric Ltee.,
1436 Bl. Ducharme,
La Tuque, Quebec.
G9X 3N8

Mr. P. Gauthier,
Girard R.L. Industrie,
1360-53 East Rue,
Shawinigan, Quebec.
G9N 7B8

Mr. Brouillet,
L'Atelier Du Moteur,
5656 Industriel Bl.,
Montreal, Quebec.
H1G 3H8

Mr. Joseph Gotschi,
Gotschi Power Brakes Inc.,
999 Du College #22,
Montreal, Quebec.
H4C 2S3

Mr. Jean-Paul Legare,
L.L. Automotive Inc.,
24 St. Pierre,
St. Constant, Quebec.
J0L 1X0

International Rebuilding,
5455 D'Iberville Street,
Montreal, Quebec.
H2G 2B2

Mr. Gerald Dionne,
Les Accessoires D'Auto Roberdi Inc.,
C.P. 880,
Nicolet, Quebec.
J0G 1E0

Mr. Paul Nadeau,
Knight Armature Mfg. Inc.,
1000 Principale, C.P. 187,
Granby, Quebec.
J2G 8E4

Mr. Martin Levesque,
J.S. Levesque Ltd.,
107 Rue Fraser,
Riviere Du Loup, Quebec.
G5R 1C7

Mr. Stanley Mercier,
Kwik-Way Motor-Rebuilders,
2360 Letourneaux Avenue,
Montreal, Quebec.
H1V 2N9

Mr. M. Leroux,
Mairs Clutch-Brake,
7785 Cote De Liesse,
St. Laurent, Quebec.
H4T 1G3

REBUILDERS IN QUEBEC, CONT'D.

Mr. Raymond Lemay,
Marcel Rochette Ltee.,
172 St. Sacrement,
Quebec, Quebec.
G1N 3X6

Mr. Michel Cote,
Pieces D'Auto Etco Inc.,
8130 Le Creusot,
St. Leonard, Quebec.
H1P 2A5

Mr. G. Patry,
Mercier Motor Supply,
10603 L'archeveque,
Montreal, Quebec.

Mr. Roger St. Pierre,
Pieces D'Auto G.A.P. Inc.,
1005 Industriel Bd.,
Chambly, Quebec.
J3L 4C4

Mr. Jean Louis Du Lac,
M & M Nord-Ouest Inc.,
400 Principale South,
Amos, Quebec.
J9T 2K2

Mr. M. Robataille,
Pieces D'Auto Robataille,
57 Rue Bernard Pilon,
Beloil, Quebec.
J3G 1V1

Mr. Jean-Paul Bastien,
Montreal Clutch Rebuilders,
321 Rachel Est.,
Montreal, Quebec.
H2W 1E8

Mr. M. Messier,
Pieces D'Auto Messier & Freres Inc.,
4524 Charleroi Ru,
Montreal Nord, Quebec.
H1H 1T5

Mr. M. Richard,
Moteur Pieces S-V,
8835 O. Henri Bourassa,
St. Laurent, Quebec.
H4S 1P7

Mr. Claude Richard,
Pieces D'Auto Richard Ltee.,
540 Blvd. Sauve, Parc Industriel,
St. Eustache, Quebec.
J7R 5A9

Mr. Jean Charest,
Omnipar Inc.,
4491 St. Charles,
Pierrefonds, Quebec.
H9H 3C7

Mr. M. Cloutier,
Pieces Reusinees B.C.,
4701 Forest,
Montreal, Quebec.
H1H 2P5

Mr. Tolias,
Park Avenue Engine Rebuilders,
4900 Metropolitan East,
St. Leonard, Quebec.
H1S 3A4

Mr. M. Charest,
Plourdoto Inc.,
2 St. Augustin Rd.,
Victoriaville, Quebec.
G6P 3K6

REBUILDERS IN QUEBEC, CONT'D.

Mr. P. Biangini,
Quebec Crankshaft,
9988 Rome Avenue,
Montreal, Quebec.
H1H 4N4

Mr. Stanley Reid,
Reid Electric Equipment,
4550 Cote Vertu,
St. Laurent, Quebec.
H4S 1C7

Mr. M. Charest,
Specialitie Automotive,
261 Lasalle,
Baie Comeau, Quebec.
G4Z 1S7

Mr. V. Cerion,
St. Leonard Automotive
6685 P.E. Lamarche Ru,
Montreal, Quebec.
H1P 1J9

Mr. Jean St. Pierre,
St. Pierre Motor Service
820 Notre Dame East,
Victoriaville, Quebec.
G6P 6S9

Mr. Gilbert Nicaisse,
Terrebonne Automotive Ltd.,
363 Leveille Street,
Terrebonne, Quebec.
J6W 1Z7

Mr. Pierre Champigny,
United Welding Process,
10621 Henault Street,
Montreal, Quebec.
H1G 5R6

REBUILDERS IN NOVA SCOTIA

Mr. MacKenzie,
Auto Parts Ltd.,
3607 Strawberry Hill Street,
Halifax, Nova Scotia.
B3K 5A8

Mr. George MacKay,
C.B. Hoare Auto Parts Ltd.,
183 Westville Road,
New Glasgow, Nova Scotia.
B2H 2J4

Mr. H.E. Gay,
Eastern Engine Equipment Service,
Industrial Avenue South,
Truro, Nova Scotia.

Mr. Ettinger,
Engine Repairs-Supply,
3252 Barrington Street,
Halifax, Nova Scotia.
B3K 2X7

Mr. Murphy,
Nova Auto Machine,
15 Waddell Avenue,
Dartmouth, Nova Scotia.
B3B 1K4

Mr. A. Roland,
Roland Auto Electric,
19 Brunswick Street,
Truro, Nova Scotia.
B2N 2G8

Ms. Lynn Stewart,
L. Stewart Machine Shop,
Hebbville,
Bridgewater, Nova Scotia.

REBUILDERS IN NEW BRUNSWICK

Mr. Doug Bannon,
Atlantic Engine Rebuilders Ltd.,
105 Henri Dunant Street,
Moncton, New Brunswick.
E1E 1E4

Mr. Bert Anthony,
Battery & Electric Service Ltd.,
90 Duke Street,
Saint John, New Brunswick.
E2L 1N3

Mr. Gaeton Bosse,
Bell Equipment Co. Ltd.,
159 Canada Road,
Edmunston, New Brunswick.
E3V 1V7

Mr. Peter Hinckley,
Canada Chrome Ltd.,
621 Rothesay Avenue,
Saint John, New Brunswick.
E2H 2G9

Mr. William Bird,
Central Auto Parts,
361 Main Street,
Fredericton, New Brunswick.
E3A 1E6

Mr. Rolland Demerchant,
Creighton Carter Ltd.,
Perth-Andover, New Brunswick.
E0J 1V0

Mr. George Farrell,
Creighton-Carter Ltd.,
550 Main Street,
Woodstock, New Brunswick.
E0J 2B0

Mr. Wilkins,
Engine Machine Shop,
Clark,
Fredericton, New Brunswick.

Mr. Otto Burt,
Engine Machine Shop & Supply,
P.O. Box 3448, Station "B",
Fredericton, New Brunswick.
E3A 5H2

Mr. P.B. London,
Engine Rebuilding Supply,
131 City Road,
Saint John, New Brunswick.
E2L 3M6

Mr. Ron Gauvin,
Gauvin Engine Rebuilders,
32 1/2 King Street,
Moncton, New Brunswick.
E1C 4M2

Mr. K. Good,
Good Brothers,
P.O. Box 293,
Bathurst, New Brunswick.
E2A 3Z2

Mr. J. Grandmaison,
Grandmaison Machine,
390 St. Francis Street,
Edmunston, New Brunswick.
E3V 1G6

Mr. Matthew Koks,
Universal Sales Ltd.,
397 City Road,
Saint John, New Brunswick.

REBUILDERS IN PRINCE EDWARD ISLAND

Mr. Eric MacRae,
Batt & MacRae,
155 Belvedere Avenue,
Charlottetown, Prince Edward Island.
C1A 2Y9

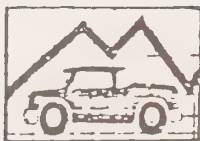
Mr. Gordon Miller,
Maritime Motor Supply,
38 St. Peter's Road,
Charlottetown, Prince Edward Island.
C1A 5N5

Mr. R.B.. Stevenson,
Stevenson-MacEachern,
P.O. Box 246,
Charlottetown, Prince Edward Island.
C1A 7K4

REBUILDERS IN NEWFOUNDLAND

Mr. Elton,
Colonial Garage & Distributors Ltd.,
Hamilton Avenue,
St. John's, Newfoundland.

Mr. G.E. Nightingale,
Nightingale Brothers,
22 O'Leary Avenue,
St. John's, Newfoundland.
A1B 2C7



Automotive surveys of Canada

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F I N A L D R A F T

AUTOMOTIVE SURVEYS OF CANADA

QUESTIONNAIRE FOR TELEPHONE SURVEY

Company Name _____ Location _____ Date _____

Person to be interviewed _____

Good morning Mr./Mrs. _____. I am _____

of Automotive Surveys of Canada. We are conducting a national telephone survey of executives in the automotive rebuilding industry in Canada. Every remanufacturing firm is being interviewed from coast to coast. The sponsors of this study believe the remanufacturing industry has strong growth potential. They can foresee assisting firms such as yours. Before any such plan can be put together more solid facts are necessary to gather.

Do you rebuild parts or engines? YES -

NO - TERMINATE INTERVIEW

We guarantee the information you provide will be held in the strictest confidence.

The interview will only take a few minutes of your time.

1. First of all, may I ask how many years your firm has been in the rebuilding business? _____ years.

AUTOMOTIVE SURVEYS OF CANADA,
QUESTIONNAIRE FOR TELEPHONE SURVEY, Cont'd...

NOTE: If contact is reluctant or too busy ask if you may call back or speak to his assistant. If contact is incredulous or overly suspicious quote government study #.

2a. How many full time people do you employ in the busiest months of the year strictly for your rebuilding business? _____ #.

How about the slowest? _____ #. SAME ☐

2b. Do you engage any part time help? YES/ASK QUESTION 2c

NO/ASK QUESTION 3

2c. How many would you take on under normal conditions? _____ #. In what time of year? _____.

3. Speaking of business cycles if you consider your factory output what percentage of your production is conducted in Winter? _____ %, How about Spring? _____ %, Summer? _____ %, How about Fall? _____ %.

(Read)

4 Would you name for me all the types of parts you rebuild? (Check off list provided). READ - Please mention even your lowest volume items.

READ - If the sponsor of this study is going to understand the entire Canadian impact of your business an idea of the size of the market is necessary.

So if I may return to the last question.

5. How many rebuilt _____ (read parts checked in Question 4) did you sell in 1980? How about _____ (ask of all parts checked).

6. For the parts you have been speaking of would you suggest to me the approximate dollar value for 1980, of your factory shipments for _____? How about _____ (ask for all parts mentioned).

WILL NOT REVEAL ☐ That's fine, let me continue

Air Conditioners
Alternators
Armatures
Bearings
Brake Cylinders
Brakes
Brake Shoes
Carburetor Kits
Clutches
Cylinder Heads
Differential
Distributor
Drive Shafts
Engines
Fuel Pumps
Generators
Pumps-
Power Brake Units
Power Steering Units
Regulators
Rotors
Shock Absorbers
Solenoids
Spark Plugs
Speedometers
Starter Drives
Starters
Starting Motors
Stators
Torque Converters
Transmissions
Voltage Regulators
Water Pumps
Wiper Motors

AUTOMOTIVE SURVEYS OF CANADA,
QUESTIONNAIRE FOR TELEPHONE SURVEY, Cont'd...

- 7a. If you think about garages, wholesalers, mass merchandisers, core brokers etc., will you tell me from what type of operation you receive (read part) _____ cores?
- 7b. What core brokers do you deal with? _____, _____.
- 7c. Would you be supplied by a local firm, provincial, out of province or out of country for (read part) _____ cores?
8. Now, thinking about the different types of business you sell, would you tell me for your company's entire 1980 product mix approximately what percentage you sold to the different classes of trade. (If question not well understood suggest, "For instance, how about warehouse distributors?"
- | | |
|----------------------------------|----------------------------|
| WD's _____ % | Mass Merchandisers _____ % |
| Service Stations/Garages _____ % | Fleets _____ % |
| Jobber/Wholesaler _____ % | Tire Companies _____ % |
| TBA Jobbers _____ % | Other _____ % |
9. Mr./Mrs. _____ during your busiest time of year how close are you to 100% capacity production, that is to say, what percentage figure would you suggest you stand at _____ %
10. You may have mentioned this before but do you presently export out of the country?
- YES ☐ START AGAIN AT QUESTION 13
- NO ☐ ASK QUESTION 11, THEN 12, SKIP 13 & 14, ASK 15
- 11a. Have you ever thought of exporting?
- 11b. (If YES) - What to date have you done about it? _____
-

	<u>Other</u>	<u>Stn.</u>	<u>Garage</u>	<u>Wholesaler</u>	<u>Distr.</u>	<u>TBA</u>	<u>Deal.</u>	<u>Fleet</u>	<u>Merch.</u>	<u>Local</u>	<u>P</u>
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Air Conditioners
 Alternators
 Air Cures
 Bearings
 Brake Cylinders
 Brakes
 Brake Shoes
 Carburetor Kits
 Clutches
 Cylinder Heads
 Differential
 Distributor
 Drive Shafts
 Engines
 Fuel Pumps
 Generators
 Oil Pumps
 Power Brake Units
 Power Steering Units
 Regulators
 Rotors
 Shock Absorbers
 Solenoids
 Spark Plugs
 Speedometers
 Starter Drives
 Starters
 Starting Motors
 Stators
 Torque Converters
 Transmissions
 Voltage Regulators
 Water Pumps
 Wiper Motors

AUTOMOTIVE SURVEYS OF CANADA,
QUESTIONNAIRE FOR TELEPHONE SURVEY, Cont'd...

11c. (If NO) - Why would that be? _____

12. In your opinion is there anything that could happen to make you think of exporting? _____

What would be the next best thing _____

☐ - Nothing could make me think of exporting.

13. (If yes to QUESTION 10). Which parts to which country? _____

14. What would cause you to think of increasing your exporting business? _____

15. Is your company Canadian owned? YES ☐ GO TO QUESTION 17

NO ☐ GO TO QUESTION 16

16. Where is your parent company located? US ___ EUROPE ___ ELSE WHERE ___

17a. What percentage growth, in units sold did you have in 1979? _____

How about 1980? _____.

17b. What percentage growth, in units, do you foresee for 1981? How about 1982?

	1979	1980	1981	1982
Growth	%	%	%	%
About Same		---	---	---
Decline	%	%	%	%

AUTOMOTIVE SURVEYS OF CANADA,
QUESTIONNAIRE FOR TELEPHONE SURVEY, Cont'd...

18. What are the chief limitations to grow in your business? Would you mention the first three that come to mind, 1 _____, 2 _____, 3 _____.

Mr./Mrs. _____, many thanks for your time and your responses.

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